

REQUEST FOR QUALIFICATIONS/ REQUEST FOR PROPOSAL

REDEVELOPMENT OF THE VICTORIA INN AND RESTAURANT

1604 Quintard Avenue, Anniston, AL 36201

For further information, contact:

Brian L. Johnson
City Manager
Anniston City Hall
1128 Gurnee Avenue
Anniston, AL 36201
(256) 231-7705
citymanager@anniston.al.gov

I. Introduction

The City of Anniston, Alabama is interested in forming a partnership with a private entity to renovate and operate a 3.32 acre hotel site in Anniston's downtown central business district. The property is known as the Victoria Inn and Restaurant located at 1604 Quintard Avenue and headquartered in a beautiful historic Southern mansion with adjoining buildings containing 60 hotel rooms. Adjoining the property is the City's civic center facility that could be used for conferences in conjunction with the Inn. The goal of the City is to locate a developer or development team capable of making a significant financial investment in the Inn and Restaurant in a way that results in the property contributing to a vibrant downtown and central business district area thereby increasing the City's tax base.

The purpose of this Request for Qualifications is to determine the interest of developers and/or development teams who are familiar with Anniston's downtown central business district, are qualified in terms of experience with construction of developments of similar scale, have experience in public-private partnerships, and possess the financial strength to implement a high-quality development project. The RFQ process will result in the designation of a developer/development team with whom the City will negotiate a development agreement. The City is interested in identifying developers who are willing to take a long-term approach to the property in order to ensure the City has a first-class hotel and restaurant for many years, as well as a property that will increase tax revenue for the City.

The City desires to enter into an agreement with one entity with the intent of designing and implementing a renewal plan for the site that is consistent with design standards and objectives of the City of Anniston. The developer/development team is encouraged to capitalize on the site's location in the historic central business district and the scenic surrounding areas. The sale or lease of the parcel will depend upon the financing structure that meets the needs of the developer and the City of Anniston. However, the City of Anniston will rely on the developer to provide a sound plan for continuing management and operation of the Victoria Inn in a way which will contribute to the growth and redevelopment of other portions of downtown.

Based on the RFQ process, Anniston may identify one or more qualified developers or development teams to attend an interview and provide a presentation to the selection committee. If no developer/development team submits a proposal deemed worthy by the selection committee, Anniston is under no obligation to enter into an agreement. However, at the conclusion of the process, the City hopes to negotiate a development agreement with the qualified developer/development team. The proposal shall identify the lead developer and team members, examples of successful projects accomplished by the developer, and a description of successful public private partnerships involving the developer/development team. See below for more details.

The City's Downtown Development Strategy

The Mayor and City Council realize the uniqueness of downtown Anniston and desire to revive it to its former bustling self. The City recognizes that Anniston's downtown is unique in the region and can be the focal point for economic activity. Because of its historic significance and its strategic location in the downtown, the Victoria Inn will play a central role in the downtown's resurgence. In addition, Anniston civic and business leaders realize the importance of having a high-quality hotel within the city limits to accommodate the business and professional travelers who are conducting activities in the city.

Development Objectives

It is the City's desire is to work cooperatively in partnership with a developer/development team to ensure the vitality of the Victoria Inn and Restaurant for the long-term. The City's goal for this site is to renovate it in a manner that enhances the unique sense of place in downtown Anniston and to complement other redevelopment and development activities in the area. The City believes that having a highly-successful hotel-restaurant in the downtown will create synergy leading to other retail and office developments.

Anniston's Project Desires

- A creative development project that will generate a sense of excitement as well as a place that will serve as the cornerstone for revitalization not only of the Victoria Inn and Restaurant but the surrounding business community as well.
- Careful integration of aesthetic elements that will enhance the city's public gathering spaces and cultural opportunities with upscale features and clear target markets.
- A clearly defined program for project operations, debt service, long-term building management, and grounds management.
- A systematic approach to addressing traffic flows, pedestrian access, and city parking requirements.

II. SELECTION / EVALUATION PROCESS

The RFQ is intended to provide the City of Anniston with a list of developers or development teams capable of renovating the hotel-restaurant site consistent with the City's goals for downtown Anniston redevelopment.

Evaluation Criteria

The purpose of the RFQ is to pre-screen qualified developers/development teams based on experience, credentials, and commitment to the redevelopment goals of the City of Anniston. Development teams submitting proposals should:

- **Demonstrate relevant experience:** Provide examples of the developers'/development team's work on similar redevelopment projects and experience in site planning, architecture, marketing, financing, and construction management.
- **Exhibit commitment to the City's goals:** Developers/Development teams will be asked to demonstrate their understanding of and willingness to carry out this project in a manner that is consistent with both the historic significance of downtown and the future potential of downtown redevelopment.
- **Suggest innovative approaches to the project:** Innovative uses and building/site design are encouraged for this project. Include a proposed budget that identifies the expenditures that are needed to upgrade the existing property and construct additional amenities, if appropriate. Include any ideas for incorporating the City's civic center space as a complementary use to increase the viability of the Victoria Inn and Restaurant.
- **Indicate financial ability to complete the project:** Development teams should provide verification of their financial ability to complete this project. This may include letters from major financial institutions or exhibits that speak to financial stability. Include the following:
 - Proposed renovation budget
 - Projected operating per forma for at least two years
 - Any issues related to default or litigation involving other projects
- **Demonstrate creativity** so that the project will generate a sense of excitement as well as a place that will serve as the cornerstone for revitalization not only of the Victoria Inn and Restaurant but the surrounding business community as well.

III. SUBMISSION REQUIREMENTS

Interested developers or development teams should submit one (1) original and (5) copies of their Statement of Qualifications and Proposals to City Manager Brian Johnson, City of Anniston, 1128 Gurnee Avenue, Anniston, AL 36201. The statements of submissions must include the following:

Developer and/or Development Team

Provide the name and address of the developer(s) and the name, address, phone, fax and e- mail for the primary point of contact person or team leader.

- Identify all members of the development team and detail their roles in the project, including, at a minimum, the team leader, the architect/planner and engineer, financial resources, property management team, and marketing consultant.
- Provide the name and address of each financial/equity partner and a primary contact name for each member of the development team along with the address, telephone, fax numbers, and email addresses for the primary contact.
- Indicate the proposed ownership and management structure for the project and the intent with regard to long-term ownership and management of non-residential components.
- Identify all principals in the proposed ownership entity and their percentage of ownership.

Qualifications

Each proposer shall submit a statement of qualifications to include the following:

- Include a description of relevant/comparable development and/or redevelopment hotel-restaurant or mixed-use projects by the developer.
- Submit qualifications of the development team including resumes of key individuals and examples of previous development work. Please indicate whether the development team has worked together on past projects.
- Provide a brief history of the developer and a description of other relevant projects underway or completed including scope of the project, cost, ownership and management arrangements, and references.
- Include other information that the developer/development team feels is helpful in having Anniston understand the proposer's qualifications to complete the project in a timely and efficient manner.

Concept Vision

Each proposer shall submit a narrative description of his/her vision for the Victoria Inn and Restaurant that clearly articulates the overall development plan. Concept drawings are encouraged to assist the selection committee in understanding your vision. Those requested to submit detailed proposals will be requested to submit at a minimum the following information.

- ***A project description*** which should include the use theme, architectural theme, components, infrastructure, circulation and parking. The narrative shall be accompanied by conceptual site plans, a financial plan, including a pro-forma, and a development schedule.

- ***Conceptual site plans*** shall include preliminary design drawings illustrating the design character of the renovation. The submission shall include at a minimum an illustrative site plan indicating improvements along with architectural rendering or sketches of the buildings and grounds sufficiently detailed to allow Anniston to evaluate the visual impact of the development.
- ***Discussion of proposed financial tools for the project.*** The financial plan for the proposal preferably will include financial offers to the City of Anniston, site development and building construction costs, professional fees, sources and amounts of equity, and construction and permanent financing. Proposers should submit any additional information or financial data, which would assist in evaluating the financial viability of the proposal. The plan should also indicate the estimated potential impact on the local economy and tax base. Proposers should identify anticipated City involvement including infrastructure funding, tax increment financing arrangements, additional land acquisition assistance or other means of leveraging the proposed project.
- Proposers should also include a ***summary of potential challenges*** that may arise during the project.

IV. DOCUMENTS AVAILABLE AT CITY HALL UPON REQUEST:

- Legal description and survey of the property
- Financial statements on the operations of the property
- Map of downtown Anniston illustrating location of project
- Tourism brochures